

# Federal Aviation Administration National Procurement Opportunities Conference and Trade Show

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FAA Executive Panel

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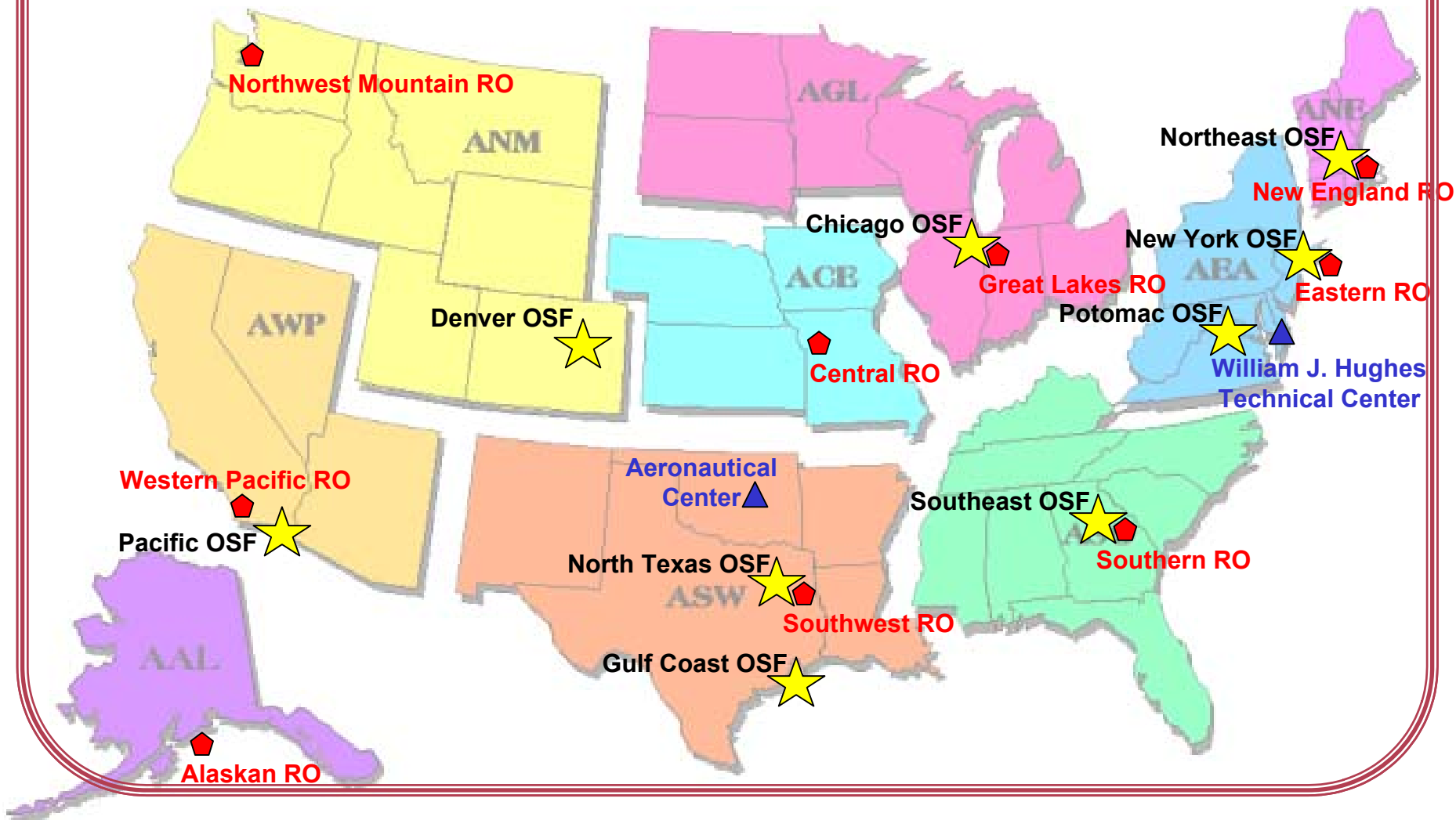
# What We Are

- The Terminal Business Service is the first performance-based organization in the FAA
- Our mission is the provision of terminal air traffic control capabilities
- Strategic objectives:
  - Reduce risk to service by effectively sustaining existing infrastructure
  - Provide new terminal air traffic control capabilities
  - Address critical safety and security needs in the terminal air traffic control environment
- ...Where the impact to the economy and general public is greatest



Nine Regional Managers, Nine  
Operational Support Facilities,  
William J. Hughes Technical Center,  
FAA Aeronautical Center

## Where We Are



# Who We Are

- We are in the process of transition
- 300+ FAA employees and growing
- Responsible for planning and integration of the terminal environment
- Responsible for the execution of several major terminal programs, with more to come
- We pay attention to everything that affects service to the public, including:



- Future demands
- Risks to service
- New technologies
- Sustainment of technologies and facilities
- Implementation of new capabilities
- Support of systems

# Terminal

Terminal facilities provide air traffic control services for an airspace located approximately five to 40 miles from an airport and usually below 10,000 feet in altitude. The terminal controller establishes and maintains the sequence and separation of aircraft taking off, landing, or operating within the terminal airspace. Terminals are interconnected with local towers and provide surveillance and position data of aircraft under terminal control to specialized displays within the tower. Selected terminal facilities are interconnected to the traffic flow management systems at the air traffic systems command center. Flight planning documents are provided from the en route computer suite. Weather data is provided from the weather processing and distribution communications network.

# Types and Scope of Contracts

- Approx. \$1 billion in contracts with a variety of contractors, large and small
  - Large contractors (automation systems, towers and TRACONs)
  - Small business
  - Woman-owned
  - Minority-owned
  - Small/disadvantaged



# Doing Business With ATB

- Our organization adds value through integrated planning and execution
- A significant portion of our work is tied up in large programs
- Plenty of opportunities for small business still exist
- The challenge—finding a way to make a small business part of a very big picture
  - Targeting a niche may not be enough
  - Success will also depend on your ability to work with other vendors to generate results



# Aviation Information

- Terminal Business Service website: [www.faa.gov/ats/atb](http://www.faa.gov/ats/atb)
- FAA contracting opportunities:  
[www.asu.faa.gov/faaco/index.cfm](http://www.asu.faa.gov/faaco/index.cfm)
- Aviation organizations, conference announcements, networking
  - Women in Aviation International
  - Air Traffic Control Association
  - RTCA, Inc.
  - National Business Aviation Association
  - American Association of Airport Executives

